

Message Text

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PAGE 01 LA PAZ 01788 122137Z

21

ACTION ARA-10

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TO SECSTATE WASHDC 5956

UNCLAS LA PAZ 1788

FOR: ARA/BC MR. MIKE COTTER

REF: (A) LA PAZ 0329 AND (B) LA PAZ 1755

SUBJECT: VISIT OF MR. JOSEPH CASTLE, MOUNT EVEREST MINT
CO. AND MR. LEAS, NATIONAL PROJECT DEVELOPMENT CORPORATION
1875 CONN. AVE. N.W. WASHINGTON, D.C.

1. MOUNT EVEREST MINT CO. SUBMITTED QUOTATION TO BANCO
CENTRAL DE BOLIVIA FOR MINTING OF CERMONIAL SILVER COINS
TO COMMEMORATE BOLIVIA SESQUICENTENNIAL, AUG. 1975. REF:
(AL OUTLINES TRADE OPPORTUNITY.

2. REF (B) STATES MR. LEAS' FIRM FORMED ASSOCIATION
WITH LA PAZ FIRM, ASOCIACION CONSULTORA DE ARQUITECTURA
Y CONSTRUCCION CIVILES SRL TO DESIGN NEW TWENTY ONE FLOOR
BANCO CENTRAL DE BOLIVIA BUILDING.

3. MR LEAS CONVINCED MR CASTLE'S FIRM TO SUBMIT QUOTATION
(PARA. ONE) AND REFERRED MOUNT EVEREST MINT CO. TO
ASSOCIACION CONSULTORA DE ARQUITECTURA Y CONSTRUCCION
CIVILES SRL, MR. CARLOS ORMACHEA DEL CARPIO FOR
ASSISTANCE IN REPRESENTING US FIRM IN BOLIVIA.
UNFORTUNATELY BOLIVIAN FIRM DID NOT, UNTIL TWO WEEKS
AGO, DISCUSS US FIRMS' QUOTATION WITH BANK OFFICIALS.

4. MR. ORMACHEA WAS INFORMED MOUNT EVEREST MINT CO.
QUOTATION WAS INCOMPLETE. AT THIS POINT, MR. ORMACHEA
ADVISED MR. CASTLE TO COME TO LA PAZ TO DISCUSS BID
WITH BANK OFFICIALS.

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5. QUOTATION PROBLEMS TOO MANY AND VARIED TO DESCRIBE
AND AT THIS POINT IMMATERIAL AS COMATT AND MR. CASTLE
SPENT MOST OF MARCH 10 AND 11 SOLVING SAME. MR. CASTLE
WAS PLEASED WITH SERVICE RENDERED.

6. AWARD OF CONTRACT IS EXPECTED WITHIN FORTY EIGHT
HOURS. APPEARS MOUNT EVEREST HAS EXCELLENT CHANCE TO
WIN CONTRACT VALUED OVER US\$500,000.
STEDMAN

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